

# Memorandum



**Date:** July 10, 2007

**To:** Honorable Chairman, Bruno A. Barreiro  
and Members, Board of County Commissioners

Agenda Item No. 8(K)(1)(E)

**From:** George M. Burges  
County Manager

A handwritten signature in black ink, appearing to read "G. Burges", written over the printed name of George M. Burges.

**Subject:** Resolution Approving Qualified Target Industry Tax Refund for Confidential  
Project #06-00039

## **Recommendation**

It is recommended that the Board approve the attached resolution recommending Confidential Project #06-00039 be approved as a Qualified Target Industry (QTI) business. The attached documents relating to the support for a QTI tax refund, under the State of Florida QTI tax refund program pursuant to Florida Statutes Section 288.106, have been prepared by the Office of Community and Economic Development (OCED) in conjunction with the Beacon Council.

## **Scope**

The business currently has three existing facilities in Miami-Dade County. If the business were to build its new headquarters in Miami-Dade County and consolidate its existing facilities, it will create 205 new high-quality and high-income jobs that will primarily impact Commission District 7. The business will have a positive impact to the County through indirect employment and the multiplier effect.

## **Fiscal Impact / Funding Source**

Countywide general fund revenues (\$205,000) will fund this incentive over an eight year period, for an annual amount of \$25,625. Confidential Project No. 06-00039 has applied for \$820,000 (or 80 percent) in matching QTI State funds.

In addition, the business is also applying for consideration of Targeted Job Incentive Fund (TJIF) incentive in the amount of \$1,368,672. This request is being brought to the Board under a separate item. If both the QTI and TJIF incentives are approved, the County will provide a total of \$1,573,672 in economic development incentives to the business. The County's payout of both QTI and TJIF funds is being extended beyond the normal periods (6 years and 3 years, respectively) to lessen the impact to the County of assisting through both programs.

Note, the amount of the QTI incentive (\$205,000) is tied to the number of jobs created (205) and the proposed capital investment (\$37.3 million). Ad valorem taxes are not factored into the incentive calculation.

## **Track Record/Monitor**

QTI funds provided for job creation are provided as a matching basis upon the State of Florida invoicing the County for jobs created that the State has verified. In essence, the State monitors the creation of the QTI jobs.


**Background**

Confidential Project No. 06-00039 is a business involved in the international banking industry, and is currently looking at Atlanta, Georgia and Brazil, in addition to Miami-Dade County, as possible locations to build a new headquarters facility. Below is more detailed background information on the project:

APPLICANT:	Confidential Project No. 06-00039
HEADQUARTERS LOCATION:	Various locations in Miami Dade County
PROPOSED LOCATION IN MIAMI-DADE COUNTY:	1450 Brickell Avenue
OTHER LOCATIONS UNDER CONSIDERATION:	Atlanta, Georgia and Brazil
DATE OF TJIF APPLICATION:	May 21, 2007
OVERALL BUSINESS ACTIVITY/MISSION:	To build a new headquarters facility to accommodate the consolidation of its three (3) existing facilities.
PROPOSED LOCAL BUSINESS ACTIVITY:	Global Investment Banking
PROPOSED CAPITAL INVESTMENT:	\$37,300,000
TARGETED INDUSTRY:	International Banking
PROPOSED LOCATION IN DESIGNATED PRIORITY AREA:	No
NEW BUSINESS OR EXPANDING BUSINESS:	Expanding
NUMBER OF DIRECT JOBS TO BE CREATED/RETAINED:	205
EFFORT IN HIRING RESIDENTS IN LOCAL AREA:	Miami-Dade County
INDIVIDUAL ANNUALIZED WAGES FOR NEW JOBS:	\$130,000
ANNUAL EMPLOYEE BENEFIT PACKAGE:	\$32,500
NUMBER OF INDIRECT JOBS TO BE CREATED:	154
NUMBER OF YEARS TO CREATE NEW JOBS:	8
MAXIMUM TAX REFUND PER JOB:	\$6,676

MAXIMUM INCENTIVE AWARD APPLIED FOR:	\$1,025,000
EST. INCREMENTAL COUNTY TAX REVENUE:	\$1,889,961
COUNTY'S MAXIMUM 20% AWARD ON PROJECT:	\$205,000
STATE 80% MAXIMUM CONTRIBUTION:	\$820,000
TYPE OF FUNDS REQUESTED IN APPLICATION:	General Revenue Funds
COMMENTS:	Information for this item was provided by The Beacon Council.

Attachment

  
Cynthia W. Curry  
Senior Advisor to the County Manager



# MEMORANDUM

(Revised)

**TO:** Honorable Chairman Bruno A. Barreiro  
and Members, Board of County Commissioners

**DATE:** July 10, 2007

**FROM:** R.A. Cuevas, Jr.  
Acting County Attorney

**SUBJECT:** Agenda Item No. 8(K)(1)(E)

Please note any items checked.

- \_\_\_\_\_ "4-Day Rule" ("3-Day Rule" for committees) applicable if raised
- \_\_\_\_\_ 6 weeks required between first reading and public hearing
- \_\_\_\_\_ 4 weeks notification to municipal officials required prior to public hearing
- \_\_\_\_\_ Decreases revenues or increases expenditures without balancing budget
- \_\_\_\_\_ Budget required
- \_\_\_\_\_ Statement of fiscal impact required
- \_\_\_\_\_ Bid waiver requiring County Manager's written recommendation
- \_\_\_\_\_ Ordinance creating a new board requires detailed County Manager's report for public hearing
- \_\_\_\_\_ Housekeeping item (no policy decision required)
- \_\_\_\_\_ No committee review

Approved \_\_\_\_\_ Mayor  
Veto \_\_\_\_\_  
Override \_\_\_\_\_

Agenda Item No. 8(K)(1)(E)  
07-10-07

RESOLUTION NO. \_\_\_\_\_

RESOLUTION APPROVING CONFIDENTIAL PROJECT NO. 06-00039 AS A QUALIFIED TARGET INDUSTRY BUSINESS PURSUANT TO FLORIDA STATUTES S-288.106, CONFIRMING THAT THE COMMITMENTS OF LOCAL FINANCIAL SUPPORT NECESSARY FOR CONFIDENTIAL PROJECT #06-00039 EXIST; AND PROVIDING AN APPROPRIATION OF UP TO \$205,000 FROM GENERAL REVENUE FUNDS AS LOCAL PARTICIPATION IN THE STATE OF FLORIDA QUALIFIED TARGET INDUSTRY TAX REFUND PROGRAM FOR FISCAL YEARS 2008 THROUGH 2015, INCLUSIVE, OR OVER A TIME PERIOD AS DETERMINED BY THE STATE OF FLORIDA IN ITS APPROVAL OF CONFIDENTIAL PROJECT #06-00039 APPLICATION WITH THE PROVISIO THAT ANY TAX ABATEMENT GRANTED TO CONFIDENTIAL PROJECT #06-00039 UNDER FLORIDA STATUTE 196.1995 REDUCES ANY QUALIFIED TARGET INDUSTRY TAX REFUND TO CONFIDENTIAL PROJECT #06-00039 BY THE AMOUNT OF ANY SUCH TAX ABATEMENT GRANTED, IN COMPLIANCE WITH FLORIDA STATUTE 288.106(5)9; AND PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, Economic Impact Overview, and application, copies of which are incorporated herein by reference ; and

WHEREAS, said industries include enterprises like Confidential Project #06-00039, that relocate, expand or otherwise increase their operations within the County, and which increase employment by at least ten (10) jobs,

NOW THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board hereby finds that attracting, retaining and providing favorable conditions for the growth of target industries provide quality employment opportunities for residents of the County and enhance the County's

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economic foundations and recommends that Confidential Project No. 06-00039 be approved as a qualified target industry business pursuant to Florida Statute 288.16, which created the Qualified Target Industry Tax Refund Program.

The necessary commitment of local financial support for Confidential Project #06-00039, as required under Florida Statute 288.106, exists in an amount not to exceed \$205,000 from General Revenue Funds; and that this local financial support will be available in the following increments:

Fiscal Year 2008	\$25,625
Fiscal Year 2009	\$25,265
Fiscal Year 2010	\$25,625
Fiscal Year 2011	\$25,625
Fiscal Year 2012	\$25,625
Fiscal Year 2013	\$25,625
Fiscal Year 2014	\$25,625
Fiscal Year 2015	\$25,625
<b>TOTAL</b>	<b>\$205,000</b>

or payable over a time period and at annual amounts as determined by the State of Florida in its approval of Confidential Project #06-00039 application, as long as the \$205,000 total is not exceeded with the proviso that any tax abatement granted to Confidential Project No. 06-00039, under Florida Statute 196.1995, reduces any QTI tax refund by the amount of any such abatement granted, in compliance with Florida Statute 288.106(5)(c); and will be paid to the Florida Economic Development Trust Fund with the stipulation that these funds are intended to represent the "local financial support" required by Florida Statute 288.106 for Confidential Project #06-00039 in compliance with the QTI Program, including the requirement that at least ten (10) jobs be created.

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The necessary commitment of local financial support shall be contingent on Confidential Project No. 06-00039 maintaining the jobs during the life of the incentive and ensuring that its hiring practices are consistent with and reflect the diversity of the Miami-Dade


The foregoing resolution was offered by Commissioner  
who moved its adoption. The motion was seconded by Commissioner  
and upon being put to a vote, the vote was as follows:

Bruno A. Barreiro, Chairman	
Barbara J. Jordan, Vice-Chairwoman	
Jose "Pepe" Diaz	Audrey M. Edmonson
Carlos A. Gimenez	Sally A. Heyman
Joe A. Martinez	Dennis C. Moss
Dorrin D. Rolle	Natacha Seijas
Katy Sorenson	Rebeca Sosa
Sen. Javier D. Souto	

The Chairperson thereupon declared the resolution duly passed and adopted this 10th day of July, 2007. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA  
BY ITS BOARD OF COUNTY  
COMMISSIONERS

HARVEY RUVIN, CLERK

Approved by County Attorney (as  
to form and legal sufficiency. 

By: \_\_\_\_\_  
Deputy Clerk

Shannon D. Summerset





# THE BEACON COUNCIL

RECEIVED  
OFF. OF COMMUNITY DEV.

07 MAY 22 PM 12: 06

## CONFIDENTIAL

May 21, 2007

Ms. Cynthia Curry  
Senior Advisor to the Miami-Dade County Manager  
111 NW 1st Street, Suite 2910  
Miami, FL 33128

Dear Ms. Curry:

Enclosed please find the QTI and TJIF applications for Confidential Project #06-00039. The project has requested confidentiality and is covered by Florida State Statute Section 288.075.

Confidential Project #06-00039 is consolidating and expanding. The company is currently located in three separate facilities in Miami-Dade and is evaluating consolidation into a new facility in the Brickell area. The potential 110,907 square foot leasehold interest of the company will cause the construction of a new building at 1450 Brickell, valued at \$180 million. Other location options include Atlanta, GA and Brazil.

A financial service regional headquarters, Confidential Project #06-00039 will retain 283 high paying jobs and create 205 new jobs with an average annualized salary of \$130,000 in Miami-Dade County over a 5 year period. The project involves a significant capital investment of \$37.3 million.

The application of Confidential Project #06-00039 for a QTI/TJIF combination recognizes the retention of existing jobs, the creation of new jobs, as well as the significant capital being committed by the project. The QTI and TJIF combination provides a positive ROI to the County of 1.2. We are recommending both the QTI and TJIF include an 8 year pay period. Enterprise Florida has committed to this incentive proposal, fully supporting the lengthened QTI term.

We are referring this application to your office for review and preparation of a resolution to the Miami-Dade Board of County Commissioners requesting a maximum of \$1,573,672 be paid over a period of eight years (20% QTI at \$205,000 and 100% TJIF at \$1,368,672). Attached is the project economic impact analysis prepared by the Beacon Council Research Department.

We are requesting that the item be placed on the Agenda of The Economic Development and Human Services Committee Meeting scheduled for June 13, 2007 and the Miami-Dade Board of County Commissioners meeting scheduled for June 26, 2007.

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Miami-Dade  
County's  
Official  
Economic  
Development  
Partnership

80 Southwest  
Eighth Street  
Suite 2400  
Miami,  
Florida  
33130  
Telephone:  
305.579.1300  
Facsimile:  
305.375.0271  
www.beacon  
council.com





5/21/2007

We look forward to working together for the benefit of the economic development of Miami-Dade County. Please let us know prior to the agenda deadline if there is information required to make sure that the application goes before the appropriate Committee/Board in a timely manner. If you have any questions, please contact me at (305) 579-1343.

Sincerely,

Stephen Beatus  
Associate Executive Vice President,  
Expansion, Retention, Recruitment  
& Urban Initiatives

SB/jck

Encl.

cc: George Burgess, Miami-Dade County Manager  
Jose Cintron, Director, OCED

**Qualified Targeted  
Industry Tax Refund  
(QTI)  
&  
Targeted Job Incentive  
Fund (TJIF)**

**Confidential Project #: 06-00039**

**Prepared by the Beacon Council  
May 2007**

## **Executive Summary**

### **Background**

Confidential Project #06-00039, a financial service regional headquarters, is consolidating and expanding.

The company is currently located in three separate facilities in Miami-Dade and is evaluating consolidation into a new facility in the Brickell area. The potential 110,907 square foot leasehold interest of the company will cause the construction of a new building at 1450 Brickell, valued at \$180 million. Other location options include Atlanta, GA and Brazil.

Confidential Project #06-00039 will retain 283 high paying jobs and create 205 new jobs with an average annualized salary of \$130,000 in Miami-Dade County over a 5 year period. The project involves a significant capital investment of \$37.3 million.

The application of Confidential Project #06-00039 for a QTI/TJIF combination recognizes the retention of existing jobs, the creation of new jobs, as well as the significant capital being committed by the project. The QTI and TJIF combination provides a positive ROI to the County of 1.2.

We recommend the QTI application include an 8-year payout period, an increase from the normal 6-year payout period. The length of the QTI was extended with support from the State in recognition of all 205 jobs being created over a 5-year period. The QTI total of \$1,025,000 is to be funded 80% by the State (\$820,000) and 20% by Miami-Dade County (\$205,000) providing a QTI positive ROI of 9.2.

We recommend the County TJIF application include an 8-year payout period, an increase from the normal 6-year payout period. This extended TJIF recognizes the significant incremental property taxes that will be created as a result of the new investment of capital. The TJIF total is \$1,368,672, and when combined with QTI, produces a positive ROI of 1.2.

These are performance-based incentives. No funds will be provided to the Company until they meet all program requirements.

**General Funds derived from the incremental tax revenue will be used to fund the county contribution. CDBG Funds will not be used.**

## **The Basic Assumptions**

- The latest Miami-Dade County millage tax rates (2006) were used.
- This latest millage rate was used for the entire 8-year period analysis.
- To adjust for the likely reduction in millage rates over the next 8 years, the real property value was assumed to increase by 1.5 percent rather than the more typical 3%.

## **Conclusions**

Based on the projected investment of \$37,300,000 in new real property, the project's 8-year property tax revenue from this expenditure will be: \$5,719,317

- Miami-Dade County's general fund will receive \$1,547,900 over the next 8 years.
- Miami-Dade County public schools will receive \$2,234,324 for the 8-year period.
- The next largest tax revenue will go to special districts, including fire rescue, library and MSA.
- In addition, the project will generate \$335,352 in new local sales taxes during an 8-year period.

# GENERAL PROJECT OVERVIEW

\_\_\_\_\_  
Name of Business

Confidential Project 06-00039

\_\_\_\_\_  
Project Title or Code Name (1-5 word description)

## FOR EFI USE ONLY

\_\_\_\_\_  
Date Received

\_\_\_\_\_  
Date Revised

\_\_\_\_\_  
Date Completed

\_\_\_\_\_  
EFI Project Number

Contact Enterprise Florida to discuss your project and application **before** submitting a formal proposal. The completed and signed application must be filed with:



The Atrium Building, Suite 201 • 325 John Knox Road  
Tallahassee, Florida 32303  
850/488-6388 • Fax: 850/922-9595  
<http://www.eflorida.com/>

## GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

### 1. BUSINESS INFORMATION

- A. Name of Business Unit: \_\_\_\_\_
- B. Mailing Address: \_\_\_\_\_  
Street Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_
- C. Name of Parent Company: \_\_\_\_\_
- D. Primary Business Unit Contact: \_\_\_\_\_  
Title: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_  
Street Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_ Website: \_\_\_\_\_
- E. Business Unit's Federal Employer Identification Number: \_\_\_\_\_
- F. Business Unit's Unemployment Compensation Number: \_\_\_\_\_
- G. Business Unit's Florida Sales Tax Registration Number: \_\_\_\_\_
- H. Is the business unit minority owned?  
Yes ☐ No ☒ If yes, explain: \_\_\_\_\_
- I. What is the business unit's tax year (ex: Jan 1 to Dec 31): Jan 1 - Dec 31

### 2. PROJECT OVERVIEW

- A. Which of the following best describes this business unit<sup>1</sup>:  
☐ New business unit to Florida  
☒ Existing Florida business creating and / or retaining jobs<sup>2,3</sup>  
283 If an expansion, how many jobs are currently in the expanding business unit?
- B. How many individuals are employed at all Florida locations?
- C. Are any jobs being transferred from other Florida locations<sup>4</sup>?  
Yes ☐ No ☒ If yes, how many jobs and from where? \_\_\_\_\_  
Why are these jobs moving and why is it justified in light of the statutory language governing the applicable incentive program(s)? \_\_\_\_\_

<sup>1</sup> Must be a separate business unit or reporting unit of a business unit that is or will be registered with the State of Florida for unemployment compensation purposes.

<sup>2</sup> A QTI Tax Refund award cannot be granted for existing Florida jobs.

<sup>3</sup> Incentives may not be used in connection with a project that involves the relocation of jobs from one Florida community to another except in certain circumstances as described in statute.

<sup>4</sup> Incentives may not be used in connection with a project that involves the relocation of jobs from one Florida community to another except in certain circumstances as described in statute.

## GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

**D. Give a full description of this project, including the primary business activities / functions:**

currently is located in three separate facilities in the Greater Miami area. The goal of this project is to: 1) consolidate into one facility and 2) provide for a five year growth horizon. The occupancy will serve as a regional wealth management base as well as an international portal and Central/South American Headquarters. Clientele is primarily high net worth individuals/families.

**E. What is the project's Targeted Industry(ies)<sup>5</sup>:** National, International & Regional Headquarters

**F. Break down the project's primary function(s) and the corresponding wages:**

Business Unit Activities	NAICS Code	Project Function (total = 100%)	Annualized Wage (\$)
	5239	54%	\$130000
WMI	5239	35%	\$130000
WM-US	5239	11%	\$130000

**G. What is the project's proposed location address:**

1450 Brickell Avenue

*Street Address*

Miami

FL

33131

*City*

*State*

*Zip Code*

**What is the project's current location address (if different):**

*Street Address*

Miami

FL

*City*

*State*

*Zip Code*

**H. Is the project location within a current or proposed Brownfield site / area?**

Yes ☐

No ☒

If yes, attach a copy of the official document designating the Brownfield area.

**Is the project location in an Enterprise Zone?**

Yes ☐

No ☒

If yes, which zone?

**Is the project location in a designated Rural area?**

Yes ☐

No ☒

If yes, which Rural area?

**I. Which of the following describes the applicant's operations (select all that apply):**



Multi-state business enterprise



Multinational business enterprise



Florida business enterprise (eligible for Brownfield Redevelopment Bonus incentive only)

**J. Which of the following describes this business unit (select all that apply):**



Regional headquarters office



National headquarters office



International headquarters office



This is not a dedicated headquarters office

**K. What is the estimated percentage of gross receipts or final sales resulting from this project that will be made outside of Florida (if sales is not a reasonable measure, use another basis for measure and provide explanation below):**

0%

Explain, if necessary: Management and Advisory fees based on local activity

<sup>5</sup> Refer to the QTI Target Industry list.

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## GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

### 3. JOB AND WAGE OVERVIEW

- A. How many jobs<sup>6</sup> are expected to be created as part of this project? 205
- B. If an existing business unit, how many jobs are expected to be retained as part of this project? (jobs in jeopardy of leaving Florida should only be included here; these jobs are not eligible for QTI) 283
- C. What is the anticipated annualized average wage (excluding benefits) of the new to Florida jobs created as part of this project? (Cash payments to the employees such as performance bonuses and overtime should be included. The wage reported here is only an estimate of the average wage to be paid and will not be used in the certification, agreement, and claim evaluation process.) \$130000
- D. What is the annualized average value of benefits associated with each new job created as part of this project? \$32500
- E. What benefits are included in this value? (health insurance, 401(k) contributions, vacation and sick leave, etc.)  
Statutory, health, personal time, retirement, insurances

### 4. CAPITAL INVESTMENT OVERVIEW

- A. Describe the capital investment in real and personal property (Examples: construction of new facility; remodeling of facility; upgrading, replacing, or buying new equipment. Do not include the value of land purchased for construction of a new building):  
The leasehold interest of the applicant will cause to occur the construction of a new building at 1450 Brickell valued at \$180 million. The applicant will invest \$37.4 million of their own capital to fit out the base building.
- B. Will this facility be:
- ☒ Leased space with renovations or build out
  - ☐ Land purchase and construction of a new building
  - ☐ Purchase of existing building(s) with renovations
  - ☐ Addition to existing building(s) (already owned)
  - ☐ Other (please describe in 4A above)
- C. List the anticipated amount and type of major capital investment to be made by the applicant in connection with this project: (attach separate schedule if investment will be made over more than three years)

	Year 1	Year 2	Year 3
Land	\$	\$	\$
Construction / Renovations	\$23100000	\$	\$
Manufacturing Equipment	\$	\$	\$
R&D Equipment	\$	\$	\$
Other Equipment (computer equipment, office furniture, etc.)	\$14200000	\$	\$
<b>Total Capital Investment</b>	<b>\$37300000</b>	<b>\$</b>	<b>\$</b>

<sup>6</sup> A "full time equivalent job" means at least 35 hours of paid work per week.

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## GENERAL PROJECT OVERVIEW

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- |  |         |
|--|---------|
| D. What is the estimated square footage of the new or expanded facility? | 110,907 |
| E. When is the final location decision anticipated (date)?               | 9/1/07  |
| F. What is the anticipated date construction will begin?                 | 4/1/09  |
| G. What is the anticipated date operations will commence?                | 1/1/10  |

### 5. COMPETITIVE LANDSCAPE

- A. What role will the incentive(s) play in the business unit's decision to locate, expand, or remain in Florida?

is considering a major capital investment should they proceed with the Miami expansion. In addition, this potential expansion will almost double the revenues produced in the State of Florida. Given both these items, the applicant brings a tremendous economic impact to the area in which they locate - for this project, our consultant calculates \$1.4 billion. Although Miami's geographic proximity to Latin America is a positive, other metropolitan areas offer substantially lower facility and human resource costs. The incentives offered by the State of Florida assist in closing this differential and, thus, makes a decision to locate in Miami economically defensible within our cost-conscious corporate structure.

- B. What other cities, states, or countries are being considered for this project?

Given that a portion of the expansion is focused on international wealth management, financial centers in the Southeast USA (such as Atlanta) provide good alternatives to Miami. In addition recently acquired which provides a solid base for future expansion in Brazil. If decides not to proceed with an expansion in Miami, it may decide to consolidate its international wealth management services in Brazil.

- C. What advantages or incentives offered by these locations do you consider important in your decision?

Our consultant has estimated that other financial centers in the Southeast USA offer lower operating costs that would increase the business unit's profitability by as much as \$3 million annually.

- D. Indicate any additional internal or external competitive issues impacting this project's location decision?

### 6. ECONOMIC IMPACT AND CORPORATE RESPONSIBILITY

- A. Provide a brief synopsis of the special impacts the project is expected to stimulate in the community, the state, and the regional economy. Include the impact on indicators such as unemployment rate, poverty rate, and per capita income. This expansion will provide direct, indirect, and induced spending impact locally of \$70 million per year.

- B. Provide a summary of past activities in Florida and in other states particularly as they relate to environmental or growth management impacts. For example, what kind of corporate citizen has the applicant been? Also list awards or commendations. In 2006, and its foundations donated over USD \$31 million to charities and 3800 employees volunteered 50,000 hours of their time. is globally certified

## GENERAL PROJECT OVERVIEW

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according to the International Environmental Management Association for ISO 14001 - as well as being members of the Dow Jones Sustainability Index and the FTSE4GOOD Index. is also a signator to the UN environment Program and Global Compact.

- C. List and explain any criminal or civil fines or penalties or ongoing investigations that have been imposed upon the company, its executives, or its affiliates and any recent bankruptcy proceedings of the applicant or its parent company.

NA

- D. Provide any additional information you wish to be considered as part of this incentive application or items that may provide supplementary background information on your project or company.

is a leading global wealth management business, a global investment bank, and a key asset manager. is present in all major financial centers with offices in 50 countries, 78,000 employees of which 40% are in the Americas and sales of USD 39 billion. An increased presence in Miami and potential tenancy in one of the to be constructed office buildings in the Brickell Financial District (with roof top signage) would solidify Miami's position as the financial gateway between the US and Latin America.

## 7. CONFIDENTIALITY

- A. You may request that your project information (including information contained in this application) be confidential per F.S. 288.075, Confidentiality of Records for a 12 month period, with an additional 12 month extension available upon request for projects still under consideration.

Please indicate your confidentiality preference: (Does not apply to SDST sales tax exemption applicants)

☒

Yes

☐

No

\*\*\*Be sure to attach the proper incentive attachment sheet(s)\*\*\*

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## GENERAL PROJECT OVERVIEW

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

### 8. SIGNATURES

Application Completed By:

To the best of my knowledge, the  
information included in this  
application is accurate.

Signature

Signature  
REQUIRED

(Any Officer)

Name

Name

Title

Title

Company

Company

Address, if different than mailing address

Address, if different than mailing address

Phone Number

Phone Number

Fax Number

Fax Number

Email Address

Email Address

Date

Date

Name of contact person, if different than above

Phone Number

Address

Email Address

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# Qualified Target Industry Tax Refund Attachment to the General Project Overview

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

## Name of Business

Must be a separate business unit or reporting unit of a business unit that is or will be registered with the State of Florida for unemployment compensation purposes.

**IMPORTANT NOTE:** This application must be filed and the incentive approved **prior** to making the decision to expand an existing Florida business unit or to locate a new business unit in Florida.

**\*\*Be sure to submit the General Project Overview and Local Support Resolution<sup>1</sup> following passage by the City / County\*\***

## 1. PROJECT EMPLOYMENT AND WAGE COMMITMENTS

- A. What is the total number of net new full-time equivalent Florida jobs created by the project at the business unit<sup>2</sup>? 205
- B. Provide the job creation schedule to which you commit: (Please limit the phases to a maximum of three consecutive years and job creation to no less than ten jobs in the first year).

Phase	Number of net new full-time equivalent Florida jobs created in the business unit	Date by which jobs will be created
I	75	12/31/2008
II	80	12/31/2010
III	50	12/31/2012
Total	205	

- C. For the purposes of certification, agreement, and claim review, indicate the average wage and corresponding threshold (percentage) to which you commit:

Check the relevant box (only one) and fill in the first field (wage commitment) and second field (county, state, or MSA used).

- ☐ \$\_\_\_\_\_, which is at least 115% of the average wage in \_\_\_\_\_.
- ☐ \$\_\_\_\_\_, which is at least 150% of the average wage in \_\_\_\_\_.
- ☒ \$130000, which is at least 200% of the average wage in Miami-Dade.

## 2. LOCAL FINANCIAL SUPPORT

- A. Identify the local government(s) anticipated to provide local financial support<sup>3</sup>:  
Miami-Dade County
- B. Indicate the date(s) the QTI support resolution(s) is / are anticipated to be passed by the local government:  
6/25/07

<sup>1</sup> Submit the resolution adopted by the local governing body recommending the applicant be approved as a QTI Business unit and indicating the amount of local financial support that has been committed. Resolution should clearly indicate waivers requested and justification for such waivers.

<sup>2</sup> Must be a minimum of 10 new jobs and a 10 percent increase in current business unit employment (if an existing Florida business).

<sup>3</sup> The total QTI award may not exceed five times the local financial support provided by the community. If the community has requested a local financial support waiver or the support is provided in the form of ad valorem tax abatement, the QTI award will be reduced by this amount.

## Qualified Target Industry Tax Refund Attachment to the General Project Overview

To add text outside of the gray fields or click the statutory reference link, de-select the "Protect Form" (lock) button on the Forms toolbar.

### 3. SIGNATURES

Signature of Individual Completing this Attachment  
(if different from General Project Overview)

5/17/07  
Date

Address (if different)

Phone Number (if different)

Signature (Authorized Company Officer) REQUIRED

5/17/07  
Date

Name and Title of Authorized Officer

### 4. KEY QTI PROGRAM INFORMATION

- The tax refund claim form will be due by January 31<sup>st</sup> each year for the number of jobs on December 31<sup>st</sup> of the previous calendar year. Tax refunds paid per state fiscal year (July 1 – June 30) may not exceed 25 percent of the total tax refund award associated with the phase(s) scheduled.
- The total award will be equal to \$3,000 (\$6,000 in Enterprise Zones or Rural Counties) times the number of jobs reported in item 1A, plus \$1,000 per job if the average annual wage is at least 150% of the area's average; or \$2,000 per job if the average annual wage is at least 200%. However, the QTI award may not exceed five times the local financial support paid by the community.
- If in any year the applicant does not achieve the job creation schedule outlined in item 1C, but achieves at least 80% of the required net new jobs, the company will receive a pro-rated refund less a 5% penalty of the scheduled award amount for that year. If job creation falls below 80% of the required jobs, the company will not receive a refund and will be terminated from the program.
- For an expanding Florida business unit:
  - Existing number of full-time equivalent jobs must be maintained for the duration of the QTI agreement.
  - The average wage commitment should include wages paid across the expanding business or reporting unit for all new and existing jobs, as shown on the unit's UCT-6 form. If the project involves activities not representative of the expanding business or reporting unit and are anticipated to be substantially different from the historical range and distribution of jobs and wages paid (higher or lower) in the existing unit, that issue should be disclosed and discussed with Enterprise Florida at the time of application to determine if separate record keeping must be established.
- A qualified target industry business that fraudulently claims a refund under 288.106(2), Florida Statutes:
  - Is liable for repayment of the refund to the account, plus a mandatory penalty in the amount of 200 percent of the tax refund which shall be deposited into the General Revenue Fund.
  - Is guilty of a felony of the third degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084.
- Qualified Target Industry Tax Refund: Section 288.106, Florida Statutes.

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**INCENTIVE PROPOSAL SUMMARY:**  
**CONFIDENTIAL PROJECT 06-00039**

<b>Project Summary:</b>	
Project Name	#06-00039
New Jobs	205
Average Salary	\$130,000
New Capital Investment	\$37,300,000
Square Footage	110,907
<b>QTI and TJIF Breakdown:</b>	
Total New Property Taxes (General Fund Only)	\$1,238,320
QTI Miami-Dade County Match (20%)	\$205,000
QTI Portion from Local Sales Taxes	\$335,352
QTI Portion from Local Property Taxes	\$130,352
TJIF Local Incentive Amount	\$1,368,672
Miami-Dade County QTI + TJIF Amount for Miami-Dade County	\$1,573,672
Net Revenue Benefit to Miami-Dade	\$309,580
Total ROI	1.2

# QTI-TJIF Combined Incentive Breakdown

Confidential Project: 06-00039

## QTI- 8 Year Payout & TJIF 8-Year Payout

<b>Miami-Dade County General Fund:</b>	<b>\$1,547,900</b>
<b>Total New Property Taxes</b> (County General Fund x 0.8):	<b>\$1,238,320</b>
<b>QTI Miami-Dade County Match (20%):</b>	<b>\$205,000</b>
<b>QTI Portion from Total Local Sales Taxes:</b>	<b>\$335,352</b>
<b>QTI Portion from Local Property Taxes:</b> <small>Miami-Dade County QTI 20% Match minus QTI Total Local Sales Taxes</small>	<b>(\$130,352)</b>
<b>Total New Property and Local Sales Taxes:</b> <small>(Total New Prop. Taxes + QTI Portion from Total Local Sales Taxes)</small>	<b>\$1,573,672</b>
<b>TJIF Local Incentive Amount:</b> <small>(Total New Property &amp; Local Sales Taxes minus QTI 20% County Match)</small>	<b>\$1,368,672</b>
<b>Total Local QTI + TJIF Incentive Amount:</b>	<b>\$1,573,672</b>
<b>Net Revenue Benefit to Miami-Dade County</b> (General Fund):	<b>\$309,580</b>
<b>Total Return on Investment (ROI):</b>	<b>1.2</b>

<b>Total Incentive:</b>	<b><u>\$2,393,672</u></b>
(QTI 20% Local Match)	\$205,000
(QTI 80% State Match)	\$820,000
(TJIF 100% Local Match)	\$1,368,672

## INCENTIVE PROPOSAL CHECKLIST

Confidential Project: 06-00039

1. Enterprise Zone:	No
2. Total Number of New Jobs Projected	205
3. Average Salary per Job	\$130,000
4. New Capital Investment	\$37,300,000
5. New Square Footage	150,000
6. Per Job Incentive	\$5,000

### QUALIFIED TARGET INDUSTRY TAX REFUND (QTI) BASED UPON THE CREATION OF

205 New Jobs Over 5 Year(s)

#### TOTAL QTI TAX REFUND

1. State of Florida Portion (80%)	\$820,000
2. Miami-Dade County Match (20%)	\$205,000
Total QTI Tax Refund Proposal	\$1,025,000

#### RETURN ON INCENTIVE INVESTMENT (ROI)

1. Miami-Dade County Incremental Tax Revenue*	\$1,889,961
2. Total Miami-Dade County (20%) QTI Match	\$205,000
3. Miami-Dade County Net Revenue Benefit	\$1,684,961
Total ROI Gain/Loss/Breakeven	9.2

\* See Economic Impact Model



## SUMMARY OF ECONOMIC IMPACT

Confidential Project: 06-00039

Totals represent what Miami-Dade County  
would potentially gain over a projected six year  
period if the business  
expands in Miami- Dade County.

### ***Employment***

Direct Employment	205
Indirect Employment	154

<b>Total Employment Gain</b>	<b>359</b>
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### ***Income from Wages***

Direct Employment	\$159,294,135
Indirect Employment	\$59,735,301

<b>Total Income Gain</b>	<b>\$219,029,436</b>
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### ***Revenue to Miami-Dade County***

<b>Total Property Taxes</b>	<b>\$1,554,609</b>
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<b>Total Local Sales Taxes</b>	<b>\$335,352</b>
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<b>Total Tax Revenue Gain</b>	<b>\$1,889,961</b>
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<b>Total Miami-Dade County (20%)</b>	
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<b>QTI Match</b>	<b>\$205,000</b>
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<b>Miami-Dade County Net Revenue Benefit</b>	<b>\$1,684,961</b>
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THE BEACON COUNCIL ECONOMIC IMPACT MODEL

Confidential Project: 06-00039

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	TOTAL
<u>TOTAL MIAMI-DADE</u> <u>PROPERTY &amp;</u> <u>SALES TAXES (\$1,000)</u>	\$224.2	\$219.6	\$216.2	\$211.8	\$208.0	\$202.6	\$264.3	\$343.2	\$1,890.0
<u>TOTAL</u> <u>PROPERTY &amp;</u> <u>SALES TAXES (\$1,000)</u>	\$1,127.4	\$1,289.6	\$1,466.1	\$1,559.1	\$1,654.6	\$1,634.7	\$5,012.1	\$9,022.5	\$22,766.1

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# THE BEACON COUNCIL ECONOMIC IMPACT MODEL - ASSUMPTIONS

Confidential Project: 06-00039

## Employment Assumptions

New Direct Permanent Jobs

Year 1	75
Year 2	115
Year 3	155
Year 4	180
Year 5	205
Year 6	205
Year 7	205
Year 8	205

Incremental Multiplier 0.75  
 \* For every 100 direct jobs, 75 indirect jobs will be created. Total multiplier effect is 1.75

## Annual Income Assumptions

Yearly Salary, Direct Permanent Job	\$130,000
Indirect Job Salary	\$65,000

## Capital Investment

	Total Cap. Inv.
Y1 Value	\$37,300,000
Y2 Value	\$35,880,000
Y3 Value	\$34,602,000
Y4 Value	\$33,451,800
Y5 Value	\$32,416,620
Y6 Value	\$31,484,958
Y7 Value	\$30,646,462
Y8 Value	\$29,891,816

Inflation 103%

## Property/Real Estate Taxes

Mill Rate, Less Dade's Revenue	0.01548
Miami-Dade's Revenue Mill Rate	0.00584
Miami-Dade's Total Mill Rate	0.02132

Assessment Value of Real Property 90%

## Sales Tax Rates

Calculation: Income Available For Sales Tax

Income Devoted to:	
Federal Income Tax Liability, 20%	0.80
Housing, Insurance, Real Estate Taxes, 25%	0.75
Savings, Life Insurance, 10%	0.90
Food, Drugs, Other Non-Tax Items, 25 %	0.75

## Sales Tax Rates

Florida Sales Tax	6.00%
Miami-Dade County Sales Tax	0.12%
Total Sales Tax	6.12%

	Realty Prop.	Equip.
Y1	\$23,100,000	\$14,200,000
Y2	\$23,100,000	\$12,780,000
Y3	\$23,100,000	\$11,502,000
Y4	\$23,100,000	\$10,351,800
Y5	\$23,100,000	\$9,316,620
Y6	\$23,100,000	\$8,384,958
Y7	\$23,100,000	\$7,546,462
Y8	\$23,100,000	\$6,791,816

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